

Link to Recorded Webinar:

<http://energizingentrepreneurs.adobeconnect.com/pmeaieiiguns/>

Philanthropic Development Strategy

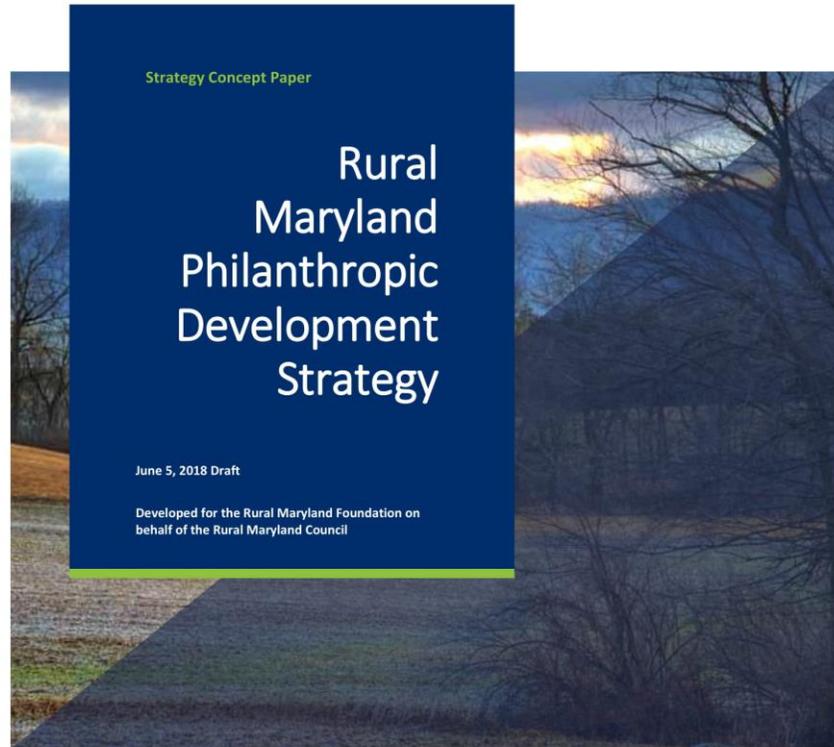
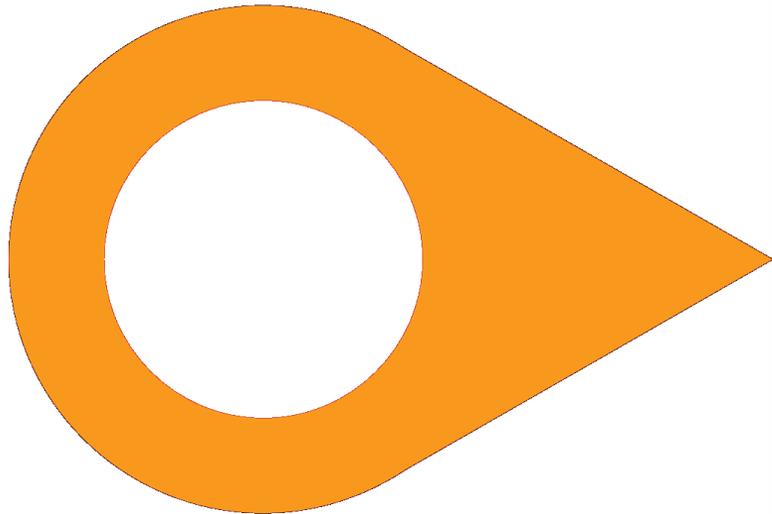
with the Rural Maryland Council &
the Rural Maryland Foundation



A Partnership With the Center for Rural Entrepreneurship

July 24, 2018

10:00-11:00CT



Rural Maryland Council

For citizens, community-based organizations, federal, state, and local representatives of the for-profit and nonprofit sectors to serve their communities. RMC provides a venue for members of the public, health care facilities, educational institutions, economic and social service agencies, and nonprofit corporations, and government agencies to cross-sectorally address in a more holistic way the special needs and

and is prosperous with thriving resources, vibrant economies,

rural.maryland.gov

Rural Maryland Foundation

Rural Maryland Foundation

To support efforts of citizens and government to meet the needs of rural Maryland and to support the efforts of the Rural Maryland Council.

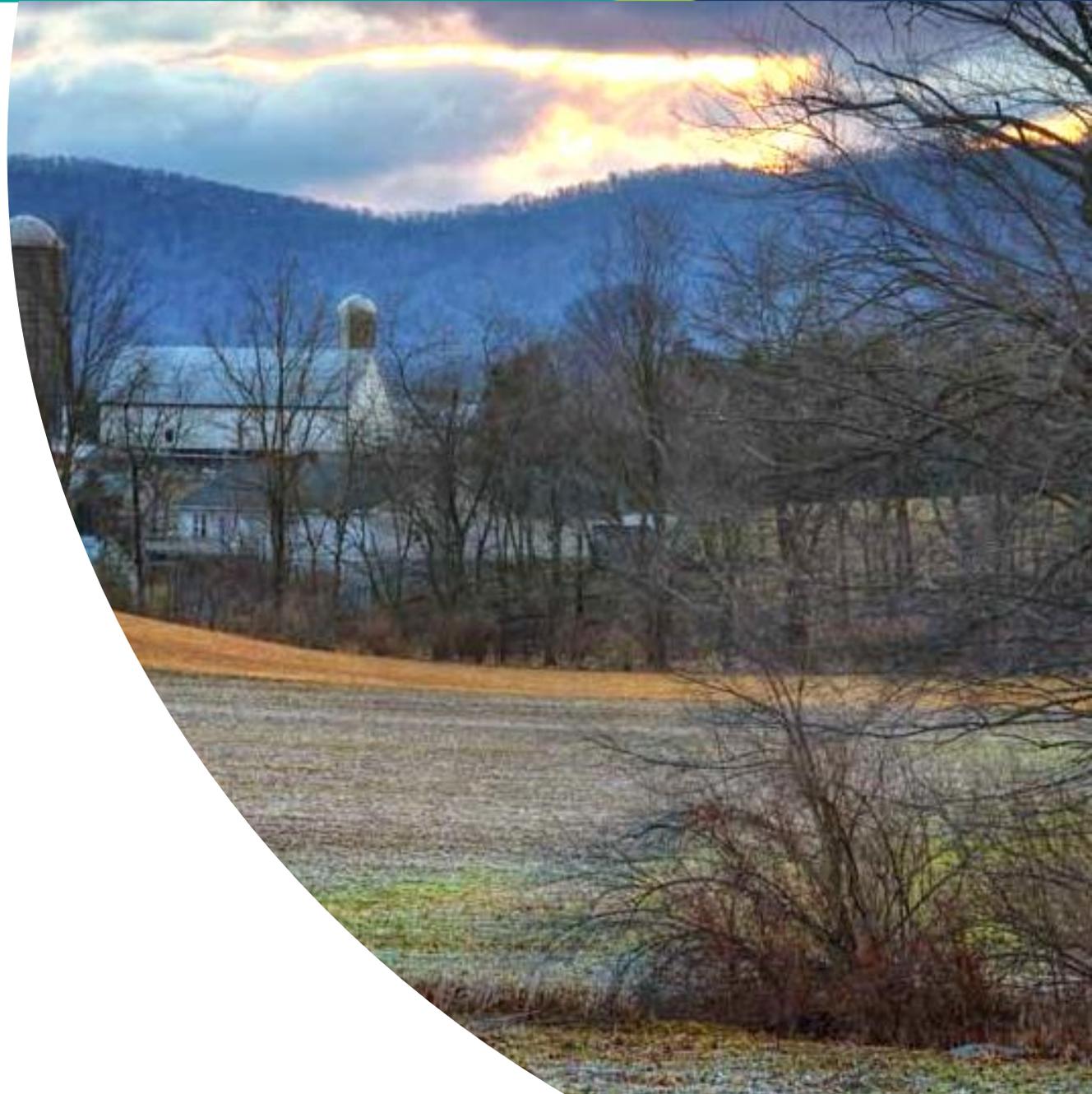
Supporting RMC goals and projects. For example, when the RMC supported farmers, the RMC, with Foundation support, helped create the Rural Maryland Development Corporation, also known as MARBIDCO.

ruralmdfoundation.org



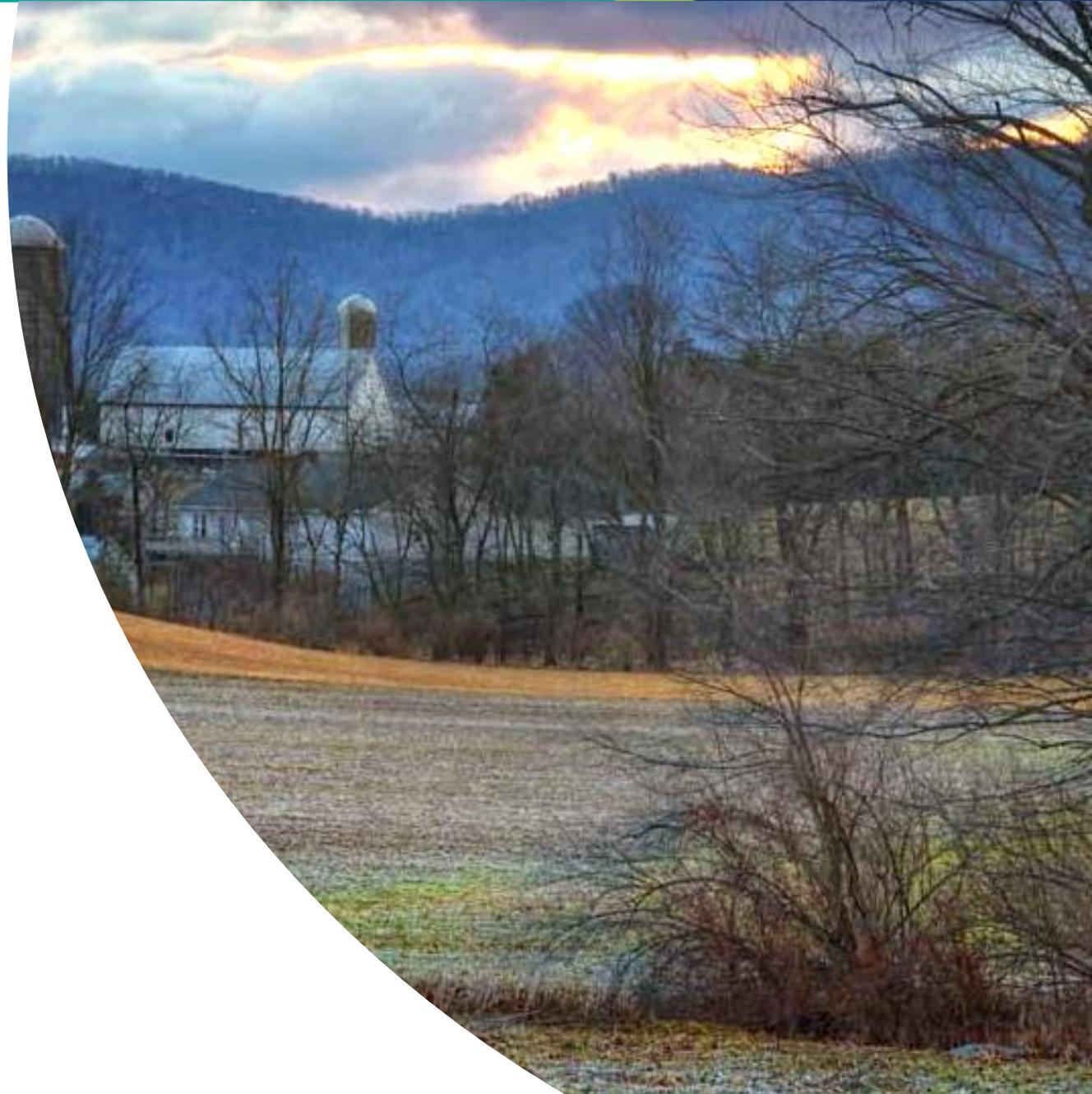
Call Agenda

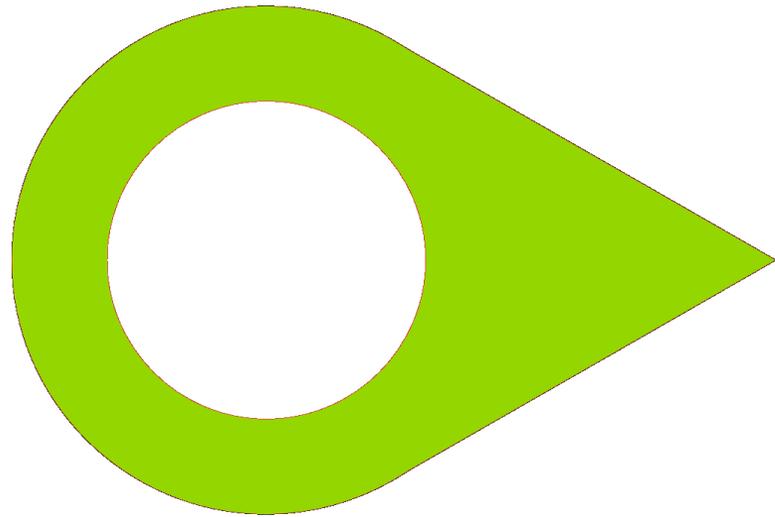
- Project Background
- Moving Forward
- Helpful Models



Call Objectives

- Refresh
- Explore the Strategy
- Finalize the Strategy





Project Background

Project Timeline

- 2017 – Center completed Transfer of Wealth Opportunity Analysis for Rural Maryland
- October 20, 2017 – Strategy Development begins with a “Goal Clarification” working session
- January 19, 2018 – Strategy Options and Considerations are Explored by the Team
- February 16, 2018 – A Strategy Development working session is held with the Team
- February-April Interim – The Rural Maryland Team undertakes research and partner exploration
- April 20, 2018 – Interim work is shared in a working session and the Center commits to develop a strategy paper by mid-May for consideration by the Team
- July 24, 2018 – A final working session will be held to review and finalize the strategy

Prosperity Endgame

Keep wealth in rural Maryland.

Engage foundations in the initiative.

*Engage community foundations,
private foundations and non-profit.*

Support enhanced estate planning.

Provide best practices.

Help rural Maryland minority farmers.

Provide gap financing.

Strategy Goal

*Keeping wealth in rural Maryland
so that it can be used to support
community economic development work.*

Foundation Roles

Historic or Traditional Foundation Role & Mission <i>Private Donor Services are Driving Public Foundations To Reposition</i>	Donor Advisory Funds		Affinity Funds	Donor Centric <i>Threat of Private & For-Profit Donor Service Firms Competition</i>
	<i>Support Favorite Charities</i>	<i>Do Good Work Focus Strategic?</i>	<i>Targeted Grant Making like Scholarships</i>	
	Community Focus		<i>Aligning Donor Advised Funds and Targeted Grant Making with Community Priorities</i>	
	<i>Convening Role</i>	<i>Supporting Research</i>		
	<i>Non-Profit Engagement</i>	<i>Strategic Initiatives</i>		
Next Generation Role & Mission	Strategic Grant Making			Community Impact Centric
	<i>Challenge Grants</i>	<i>Strategic Endowments</i>	<i>Non-Profit Endowments</i>	
	Impact Oriented Donor Development			
	<i>Strategic Directions</i>	<i>Strategic Grant Making</i>	<i>Philanthropic Impact Investing</i>	
	Future Funds			

Rural Maryland 2017 TOW Findings

Household Net Worth



Transfer of Wealth



Philanthropy Development Illustrations

Increased Charitable Giving

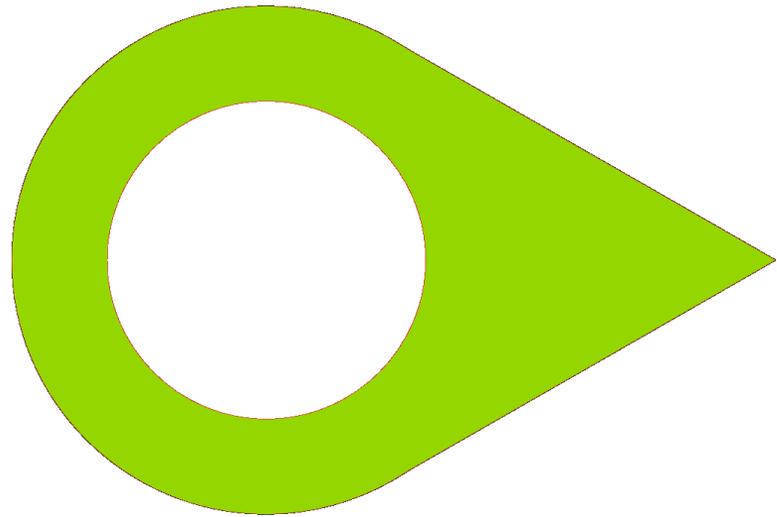
There is massive potential to increase annual charitable giving and support charitable focused capital improvement campaigns throughout rural Maryland.

Legacy Giving & Endowment Building

Over the coming decade there is a \$64 billion transfer of wealth opportunity available to rural Maryland. There is significant potential to grow endowments through legacy giving.

Philanthropic Impact Investing

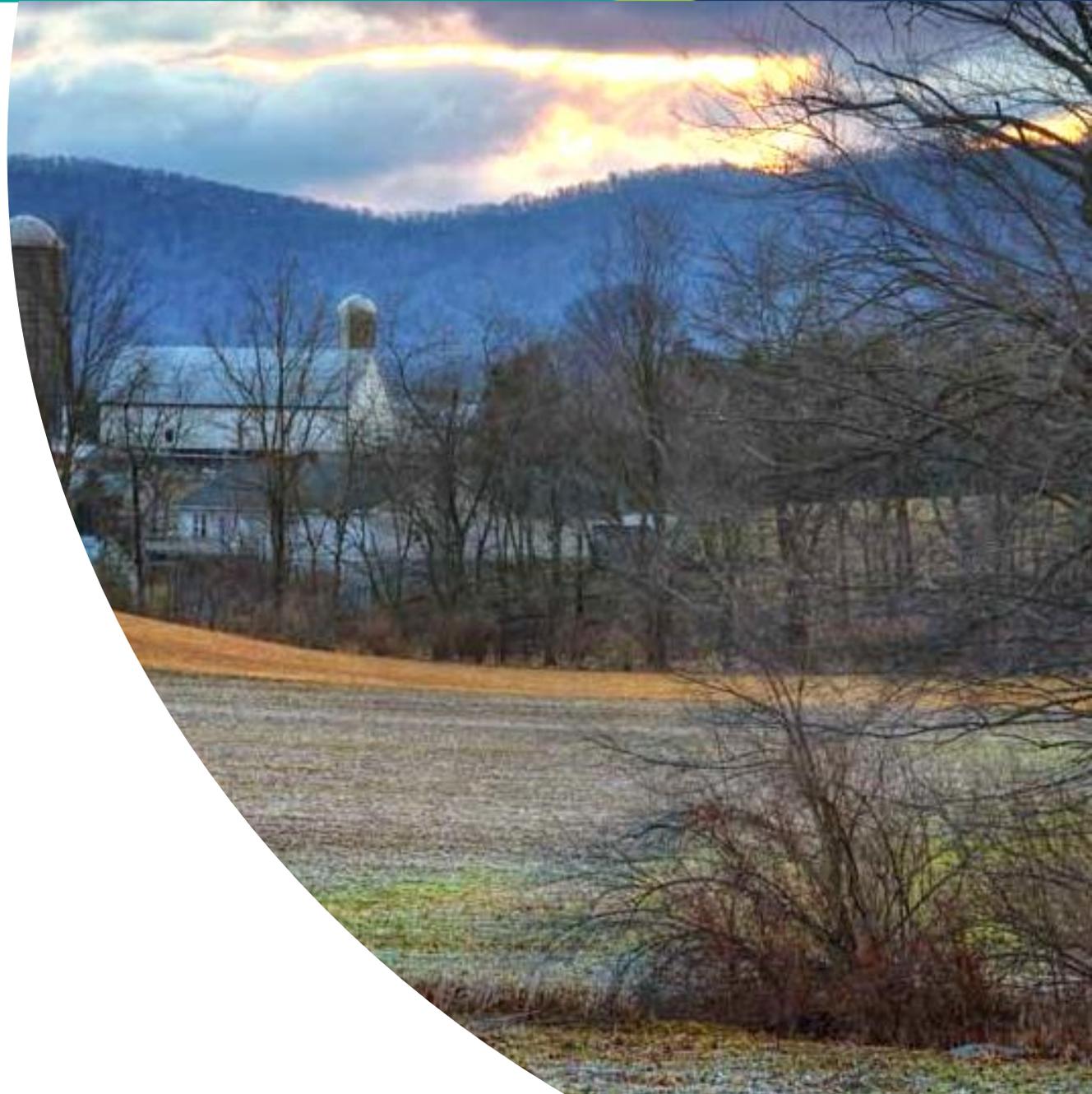
A rapidly growing trend in philanthropy is impact investing. For some charitable purposes investing versus grant making could result in greater impact with the same dollars.



Moving Forward

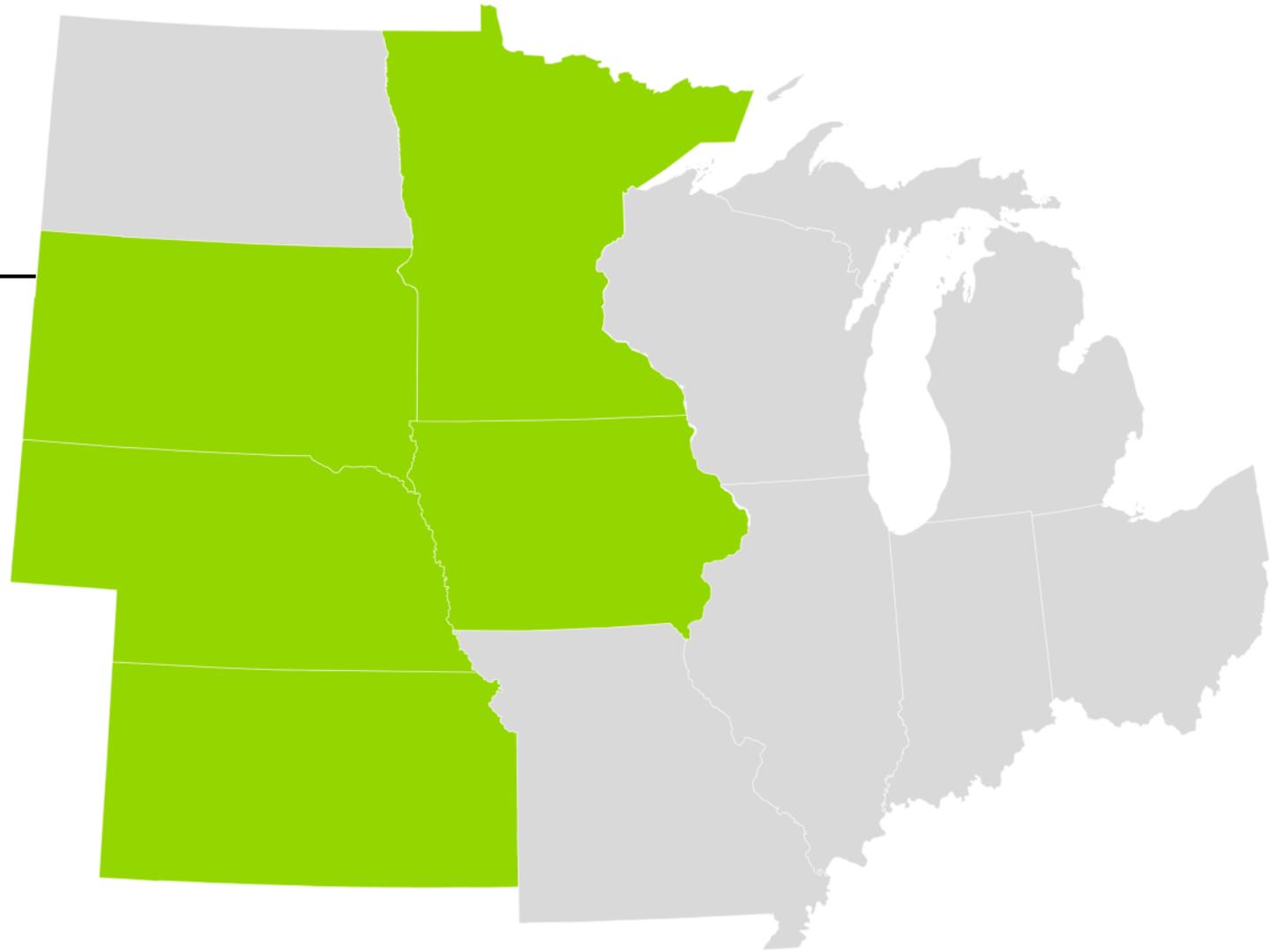
Getting Started

- Consortium
- MD REDPIN



Potential Models

- Minnesota
- Kansas
- Nebraska
- Iowa
- South Dakota





MINNESOTA

Initiative Foundations

MAKING MINNESOTA GREATER FOR 30 YEARS



KANSAS HEALTH
FOUNDATION



**NetWork
Kansas**





NEBRASKA COMMUNITY

F O U N D A T I O N



THE
WILLA CATHER

FOUNDATION



LOCUS

local investing for impact





Iowa Area Development Group

PARTNERS IN PROGRESS

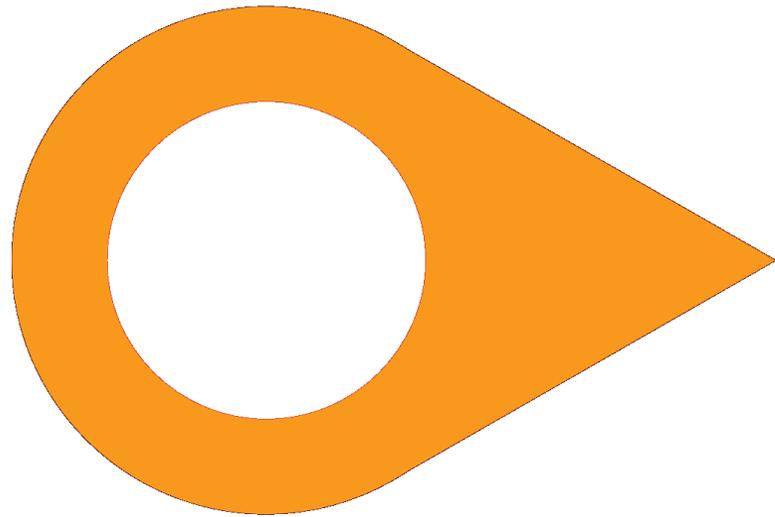


**COMMUNITY
FOUNDATION**
GREATER DES MOINES



LOCUS
local investing for impact





Questions & Discussion

Thank you!

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